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MAY + JUNE 2008

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### The Warehouse and Distribution Association:

The Warehouse and Distribution Committee works to promote a positive image and economic growth of South Carolina's port-related business through education and the encouragement of competitive, safe and environmentally-sound operations.



#### NEWS:

##### Buildings Ready Now:

Large purchases of land for industrial development in South Carolina have been announced in the papers for months – now there are buildings ready and waiting to be filled.

#### PROFILES:

##### Waterfront Personality

###### STEVE KEMP:

Committed to Efficiency

##### Business

###### ZF LEMFORDER:

Saving Big With FTZ Status

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magazine

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online at

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## WANDO TERMINAL FROM THE WATER

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## A Commitment to Responsible Growth

THE PORT CITY OF CHARLESTON TRULY IS A GREAT place to live and work. With 300 years of history as a seaport, this city's position in the global marketplace is well-known and respected. We can all be proud of our historical place and of carrying that legacy forward. Charleston also offers a terrific quality of life. The climate is warm and sunny. The local landscape is filled with historic homes and landmarks, palmetto trees, sandy beaches, fresh air, and blue water.

These two visions of Charleston are not mutually exclusive. We believe that cleaner air and a healthy Port of Charleston are mutually compatible goals, as evidenced by the Ports Authority's many accomplishments to reduce port-related air emissions over the past year.

In March, the Ports Authority announced that by this fall, every drop of fuel burned on its facilities will be cleaner ultra-low sulfur diesel. The Ports Authority and seven tenants will be using ultra-low sulfur diesel two years before it is required by federal regulations.

Every day, more than 5,000 gallons of fuel powers cargo lifting equipment, trucks, buses and other non-road equipment on the Ports Authority's terminals. With this change to ULSD alone, particulate matter emissions from affected equipment will be reduced by an estimated 10%.

This positive announcement is just the latest in a string of voluntary efforts since the Ports Authority signed an agreement with the South Carolina Department of Health and Environmental Control (DHEC) in March of 2007.

In the 14 months since, the Ports Authority has reduced truck idling, lessened construction impacts, decreased truck trips, retired dirty equipment, purchased cleaner engines and is setting the stage for even cleaner air in the years to come.

To reduce truck idling, the Ports Authority has maintained operational productivity, exceeding by 50% the goal for how quickly trucks are processed. More than 150 electric outlets were installed for refrigerated containers, reducing the reliance on diesel generators to provide on-site power.

To lessen construction impacts, the Ports Authority has included air quality guidelines in its bid documents for the new Navy Base terminal.

In addition, a shared equipment pool was implemented for chassis, eliminating thousands of unnecessary truck trips on local roads as equipment is repositioned. Four new electric container cranes were delivered last year, eliminating tons of pollutants and ushering in another wave of cleaner equipment for our port. In April, the four 1980s-era diesel-powered cranes they replaced left Charleston for good.

The Ports Authority has previously replaced other old and dirty equipment, including four other container cranes, ten yard trucks, three container stacking cranes, two dockside gantry cranes and seven container handlers. This represents literally millions of dollars in fleet renovations that have reduced emissions.

It bears mentioning that while there has been particular emphasis on these types of initiatives since the DHEC agreement was signed, the Ports Authority has proactively taken many steps in the past to marry business needs and environmental responsibility. Our clients want their ships and cargo to turn quickly. We have been known as the Pros of Productivity for a long time because we have always understood that meeting and exceeding the marketplace demand for efficiency also has positive consequences for efficiency-minded clients.

That's not to say the pledge to upgrade to ULSD is not without commercial impacts. ULSD can be more expensive than traditional low sulfur fuel. Also, engine upgrades or replacements may be necessary to use the cleaner fuel.

However, due to increased use and demand for off-road ULSD, the fuel is now available in larger quantities in the area. Through this emissions-cutting effort, the Ports Authority and other maritime companies are pledging their commitment to being responsible neighbors while continuing to support economic growth. This effort will create more high-paying jobs through a new shipping terminal at the former Navy Base, while at the same time enhance quality of life by cutting port-related air emissions.

Best Regards...



Bernard S. Groseclose, Jr.  
President and CEO

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a healthy Port  
of Charleston  
are mutually  
compatible goals.**



**How do we top all the industry awards we've been receiving?  
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We've received a number of honors from customers on both sides of the Atlantic recently. That means the hard work and investments we're making to improve our domestic and international port service are paying off. On behalf of CSX and CSX Intermodal, thank you for the recognition – and the chance to take our service to even greater heights.



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## Buildings Ready Now

THE DOWNTURN IN THE REAL ESTATE MARKET HAS NOT slowed the development of warehouse and distribution facilities in the Charleston area. As a growing number of shippers look to the Southeast for warehousing space, the Charleston area is ready now with plenty of warehousing and distribution facilities to help get new businesses up and running quickly. Whether a company is seeking space in Charleston proper, or desires a location closer toward I-95, Class A facilities stand ready to accommodate their needs.

Johnson Development's Jedburg Commerce Park in Summerville has a 342,926-square foot cross-dock facility available, expandable to more than 585,000 square feet. The building is located on 30 acres, midway between the Port of Charleston and I-95. Features include 50'X52' column spacing, 32'6" clear heights, ESFR sprinkler systems, water, sewer, gas, electricity, and a fiber telecommunications network. The park is 25 miles to I-95 and 22 miles to the Port of Charleston.

"We were one of the first companies to recognize the tremendous value in moving up the I-26 corridor to the Jedburg area," said Josh Jones, Johnson Development's industrial leasing agent. "We are pleased

to see more activity out here as other companies reinforce our confidence in the area with their presence here."

Childress Klein Properties has space available in two buildings in the Charleston Regional Business Center on Clements Ferry Road. All facilities offer 52'X55' bay spacing, tilt concrete panel walls, 30' clear heights, ESFR sprinkler systems, water, sewer, electric, gas, and a fiber optic telecommunications network. The park is 3 miles to I-526, 10 miles to I-26, 4 miles to Wando Welch Terminal, and 9 miles to North Charleston terminal. Childress just signed St. George Warehouse, Inc. for 97,000 square feet in Building I, but 253,000 square feet still remain. Building III, which is 112,000 square feet, is still available.

"So far, the location on Clements Ferry Road has been great, and our proximity to the Port of Charleston has been very well received," said Tricia Noble, a partner with Childress Klein. "We are optimistic that the market will be there as the economy picks back up, and we plan to start two more buildings, of 351,000 and 278,000 square feet, as our leasing continues."

## BMW To Invest \$750 Million in Expansion

BMW announced that it will invest an additional \$750 million in its Upstate South Carolina factory, adding 1.5 million square feet and 500 new jobs as the facility produces three models. The company expects the expansion to increase production capacity to 240,000 units by 2012.

The investment, which is the largest ever announced for the Spartanburg County factory, brings BMW's total investments in South Carolina operations to \$4.2 billion.

The three-year project includes a new 1.2 million square foot assembly facility north of the existing factory to accommodate the next generation BMW X3 Sports Activity Vehicle. In addition, the company will renovate the body shop and expand the paint shop by 300,000 square feet.

After the expansion, the Spartanburg plant will manufacture the BMW X3, X5 Sports Activity Vehicle, X6 Sports Activity Coupe, and all of their variants for world markets. A highlight will be the production of a diesel X5 Sports Activity Vehicle for the United States market starting later this year.

"Centralizing our know-how for BMW X models in Spartanburg will enable us to work more efficiently, thus supporting our long-range corporate strategy," said BMW Board Member Frank-Peter Arndt.

Josef Kerscher, President of BMW Manufacturing, added that the boost in the production capacity at BMW Manufacturing will positively impact the logistics, supplier, and distribution networks that support BMW's manufacturing processes. He expects existing supplier companies to ramp up operations in order to provide automotive parts for the higher

production levels, doubling parts container traffic and significantly increasing exports through the Port of Charleston.

Today BMW has invested \$3.5 billion in its South Carolina operations, with more than 5,400 people working on the site. Fifty-two suppliers are located in the Palmetto State, and 40 of those 52 suppliers have chosen to place new North American operations in the state to partner with BMW.

## World Trade City Vision Takes Shape

World Trade City LLC, a multinational partnership, is bringing another large logistics development to the Port of Charleston's home market.

A group of experienced trade and real estate professionals recently announced the World Trade City LLC development slated to become the United State's first "international standard modern

commercial industrial city" in rural Orangeburg County approximately 60 miles from the Port of Charleston.

The project will initially involve \$100 million and 1,200 acres, but is planned to eventually encompass 4,400 acres, up to \$1 billion in capital investments and thousands of jobs. The purpose of the development is to provide an industrial park near a major U.S. seaport that will attract global investors.

This is no normal industrial park.

Xia said the project will include four distinct zones: Zone 1 will be dedicated to a permanent trade show and exhibit center near the interstate highway; Zone 2 will include logistics service centers such as cross-dock facilities and distribution centers; Zone 3 will be dedicated to assembly and manufacturing facilities; and Zone 4 will be primarily residential.

CONTINUED

BMW HAS EXPERIENCED GREAT SUCCESS IN MANUFACTURING SELECT MODELS OF ITS ROADSTER AND SPORTS ACTIVITY VEHICLES AT THE GREER, SC PLANT, ITS ONLY NORTH AMERICAN MANUFACTURING FACILITY. EARLIER THIS YEAR THE GERMAN AUTOMAKER ANNOUNCED PLANS TO CENTRALIZE PRODUCTION OF ITS ENTIRE LINE OF X-SERIES SPORTS ACTIVITY VEHICLES FOR GLOBAL MARKETS IN GREER.



The residential component will be the last to be developed. The WTC partners are planning to move forward with the manufacturing, distribution, and trade show components first.

The driving force in mixture of uses, Xia said, is the need for China and other countries to invest in manufacturing facilities inside the U.S.

"The industrial aspect is the key," Xia said. "The trade imbalance that exists today between the U.S. and China is unsustainable. China recognizes that it cannot be simply a seller of products to America and instead is looking to invest in manufacturing in the U.S. There is an opportunity for an industrial park to capitalize on this reality. There is no such park dedicated to this purpose in the United States today. This will be the first."

The investment team includes

players from around the world with a total of 70 years experience.

President Summer Xia: Chinese-born U.S. citizen who is founder and chairman of The Segue Group Inc., a California business management and international investment corporation. Xia has 10 years experience working in the Chinese government and an additional 20 years of experience working with the Chinese government on business opportunities.

Chief Executive Officer - Jimmy Gianoukos: Charleston native best-known as the president of ATS Logistics and former chairman of the South Carolina World Trade Center.

Chief Development Officer - Dean Allen: Broker-in-charge of Realty Management Corp.

Chief Operations Officer - Mark Condon: Charleston native who is the former executive director of the South Carolina

World Trade Center based in Charleston. Condon now serves as a board member of the World Trade Centers Association.

The announcement of the project earlier this year was driven by progress in acquiring the real estate for the project.

"We now have the first parcel, about 1,200 acres, under contract and we are expecting to close over the summer," Gianoukos said. "I would still describe things as preliminary. We still have some hurdles to cross. But we are very excited and are aiming for a groundbreaking in the spring of 2009."


The World Trade City location occupies portions of the north and south side of Interstate 26 at exit 159 near Bowman. The majority of the land is on the north side of the highway.

Approximately 300 of the initial 1,200 acres is owned by Jim Roquemore, owner of SuperSod

Inc. Another 600 acres is owned by Weathers Farms Inc., a business in which S.C. Commissioner of Agriculture Hugh Weathers is a partner. Additional parcels for the full 4,400-acre project are also on the north side. The location is within the Global Logistics Triangle, a zone bordered by I-26, I-95 and U.S. Highway 301 that is being marketed by Orangeburg County officials as an ideal location for businesses involved in trade and transportation.

The plan is roughly based on the Chinese cities of Ningbo and Yiwu. Ningbo is a bustling port city energized by exports of Chinese goods for world wide consumers. The city of Yiwu is x miles inland and, in the x, was eager to participate in the global economy that was discovering Ningbo.

Xia said Yiwu is Ningbo as Orangeburg and Bowman are to Charleston. "This is a proven



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concept internationally,” Xia said. “However, there are differences as well. In China working within the government has traditionally been the way to business experience. But here in the U.S. the private sector drives business. I am very pleased to be working with such a fine group of private-sector professionals.”

“This is a solid team,” Gianoukos said. “We are moving forward and we’re doing it the right way. We’re in this for the long haul. We’re going to be in the Bowman area for a long time to come. It’s important to us, as the leadership team, to the county, and to the residents of the Bowman community to know that.”

## TVS America Makes Ladson SE Distribution Hub

Michigan-based TVS America

has established a Southeast U.S. distribution hub on Palmetto Commerce Parkway in Ladson. The company, which is a joint venture between Global Rush and TVS Logistics, a member of India’s largest automotive components manufacturing group, has begun filling its 20,000-square-foot facility with imported product from India. Dann Engels, director of TVS America, said that many of the company’s customers already reside in the general Charleston area. For instance, TVS is in the same commerce park as Cummins Turbo Technologies, which manufactures mid-range and heavy-duty turbochargers, North American materials, and prototyping.

“Our customers are in Charleston, making the Port of Charleston a key driver in our decision to locate in the area,” he said. “The Port of Charleston is a very convenient place to im-

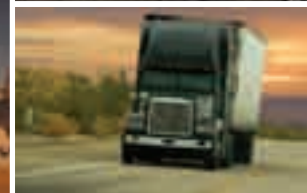
port products from India into the Southeast U.S., as well for exporting back to India. It tends to be less congested than Northern cities.” Engels expects the facility to be full by summer, and he already has been seeking more warehousing space in the Palmetto Commerce Park. Currently, TVS America employs two people in Charleston, but the team should expand by year’s end. “We work hard to create value-added jobs wherever we go,” Engels said. “We foresee our team growing rapidly in the Charleston area as we hire engineering, purchasing, warehousing, and logistics positions.” In the last five years, participants in the joint venture TVS have created more than 2,000 U.S. jobs, particularly in the Midwest. Although TVS is not yet a highly recognized brand in the United States, the company’s brand recognition in India ranks on the level of GE or GM in the United States. TVS

Logistics Services Ltd. is part of T.V. Sundram Iyengar & Sons Ltd., India’s largest auto components manufacturing and distributing group. With more than 90 years of experience in automotive business in India, TVS has established a presence in the UK and the rest of Europe by providing solutions to automotive manufacturers for their sourcing and supply chain requirements. TVS offers end-to-end solutions in sourcing, logistics, quality and IT-related activities. Partner Global Rush is a Native American-owned holding company providing manufacturing, assembly and global logistics services to North American customers in the automotive and defense industries. Global Rush is a part of the Andra Rush Group of Companies, which is active in sourcing, trucking, vehicle assembly, and distribution.

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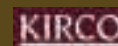
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JIM MICALI, CHAIRMAN AND PRESIDENT, MICHELIN NORTH AMERICA, SERVED AS THE KEYNOTE SPEAKER FOR THE 2008 PORT PRODUCTIVITY CONFERENCE IN CHARLESTON. THE CARGO BUSINESS NEWS EVENT IN EARLY APRIL DREW MORE THAN 250 PORT INDUSTRY LEADERS. THE PORT OF CHARLESTON WAS THE HOST SPONSOR FOR THE THIRD YEAR.

## IntraBond Plans SC Manufacturing Facility

IntraBond, a member of Intraco Group, announced plans for a new SC manufacturing facility that promises job opportunities and significant investment in the state. The company will manufacture construction materials designed for commercial and architectural building exteriors at its new location in the Clarendon Industrial Park near Manning.

The Intraco Group is a global business distributing a wide spectrum of products in world markets. Steve Kalosis, IntraBond CEO, explained that IntraBond is strategically positioning a manufacturing operation in the U.S. to effectively serve these global markets, combining raw materials from domestic and international sources with U.S. manufacturing quality.

“South Carolina’s pro-active business environment and Clarendon County’s close proximity to the Port of Charleston will provide us with a very real competitive advantage in today’s international business economy,” Kalosis said.

Nicola Antakli founded Intraco in 1971 as an international trading company focused on the distribution of automotive and building construction products throughout the Middle East. Since that time, the Intraco group of companies has become a thriving global trading, distribution, manufacturing, and consulting operation serving worldwide markets.

## SCSPA Encourages TWIC Enrollment

The SCSPA has enrolled all of its employees in the new federal Transportation Worker

Identification Credential (TWIC) system, and others in the maritime community are expected to follow suit.

“The current focus is enrollment,” said Bernard S. Groseclose, Jr., SCSPA president & CEO. “Anyone who needs unescorted access to secure areas on the public port terminals must apply for and receive a TWIC.” While the Transportation Security Administration (TSA) has not announced a firm implementation date for TWIC, the targeted date is September 2008. The SCSPA is encouraging enrollment to avoid delays and impacts on the port community.

More than 568 SCSPA employees enrolled in the program by February 14, a small percentage of the approximately 9,000 people who currently are credentialed by Port Police for access to the terminals. As of February 15, the

Charleston center had enrolled 1,392 individuals in TWIC.

A federally mandated program, TWIC is the new biometric identification credential intended to further enhance security and access control at U.S. ports. All individuals who require unescorted access to secure areas will be required to have a TWIC, which costs \$132.50. TWIC is the latest of many port security initiatives in the Port of Charleston, which includes 100% scanning of all import containers for radiation, the Project Seahawk command center, \$24 million in federal grants for new security improvements, Customs-Trade Partnership Against Terrorism certification, and non-intrusive inspection technologies.

TSA opened the fixed TWIC enrollment office in Charleston on November 28, 2007. It is located at 4600 Goer Drive, Suite 112 in North Charleston. Hours of operation are Monday through Friday, 8 a.m. to 5 p.m. TSA also posts important TWIC information on its website at: <http://www.tsa.gov/twic>. To pre-enroll in TWIC, visit: <https://twicprogram.tsa.dhs.gov/TWICWebApp/>.

## CWIT Elects New Officers

The Charleston Women in International Trade (CWIT) has elected the following members to leadership positions in the organization for 2008-2009: Lynn Anne Christensen, Merrill Lynch, Chairperson; Jacky Sassard, SCSPA, Vice-Chair; Vicki Harlan, ATSLogistics, Treasurer; Charlotte Ross, OOCL (USA), Secretary; Margie Hardwick, OOCL (USA), Vice-Secretary; and Herb Klein, Dixon Hughes Academy, Member-At-Large.

CWIT was chartered in 2002 as a non-profit organization in Charleston, with fewer than 10 members and a mission to advance the status of women in international trade professions.



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## SCSPA's Rinaldi Named Woman of the Year

The Charleston Women in International Trade (CWIT) has named Lindy Rinaldi, SCSPA Chief of Police, as the 2008 recipient of its prestigious Woman of the Year Award. A pioneer for women in maritime law enforcement and a leading expert in port security initiatives, Rinaldi and her team of 80 police officers ensure a smooth and safe flow of commerce through the SCSPA's facilities in Georgetown and five public marine terminals in Charleston, which handle more than 1,900 ships annually.

The CWIT's annual Woman of the Year Award is given to a woman who has enhanced the status of women in international trade and business by making a beneficial and well-received contribution to the trade community.



CHIEF OF POLICE LINDY RINALDI

Rinaldi has 25 years experience in law enforcement and has served the SCSPA for 20 years. Prior to beginning her law enforcement career, she served on active duty in the U.S. Coast Guard and was assigned to the Charleston area. She serves on the AAPA Security Committee, Port Security Caucus, SeaHawk Area Maritime

Executive Board, The Lowcountry Counterterrorism Council, and the South Atlantic Port Security Committee.

## Avalon Opens Mt. Pleasant Office

Avalon Risk Management has added a new regional office that will provide local support in North Carolina, South Carolina, and coastal Georgia. The new location at 1156 Bowman Road in Mt. Pleasant, SC, will provide a strong foundation to further Avalon's growth and product development, as well as ample space for future expansion.

"We are pleased that Avalon will provide this local support to our expanding client base in the southeast and will add experienced industry talent to the Avalon team," said Kevin Sarsfield, Vice President of Avalon's Southern Division.

New talent includes Steven Earnhardt and Janan Earnhardt. Steven brings 30 years experience in the freight forwarding and brokerage industry, while Janan is a Licensed Customs Broker and Certified Customs Specialist with additional expertise in cargo insurance.

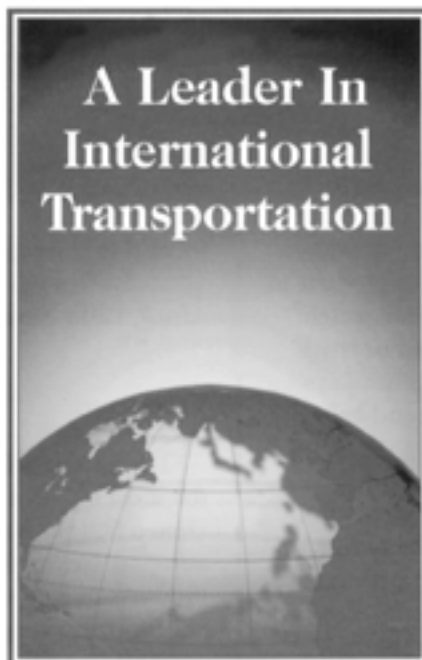
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**Correction:** The photo in the Sonoco profile in the March+April issue was captioned incorrectly. Myles Cohen is pictured here. The gentleman pictured in the Sonoco profile was Tim Hoover.



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# Logistics & Real Estate: Match Game

BY HAGOOD MORRISON, CCIM, SIOR

IT'S NO SECRET THAT INDUSTRIAL REAL ESTATE DEVELOPMENT and international logistics have become joined at the hip. In the last few years a variety of factors have contributed to the increase in distribution-related development, particularly in the Southeast U.S. Those factors include: A growing Southeast consumer market and related new store development by retailers; concerns on the part of cargo owners that they are too reliant on a decreasingly dependable and increasingly expensive West Coast port-oriented distribution network; Available land in close proximity to prominent East coast ports; and a desire for companies to position themselves for the future of the business, which includes the expansion of the Panama Canal. Charleston is rapidly becoming a fine example of that trend.

In light of this reality, I was asked to pen the first in a series of guest editorials discussing the real estate end of these developments. It seemed that a good place to start is an overview of activity in the marketplace.

Charlotte based developer Childress Klein moved into the Charleston market in 2007 with the purchase of the remaining land in the Charleston Regional Business Center off of Clements Ferry Road. They wasted no time and commenced construction on their first of two major cross-dock facilities immediately. Childress Klein was drawn to the location by the close proximity to port facilities and the established and successful presence of a Sams Wholesale Club distribution center in the same park.

The first building is 351,000 square feet (SF) with a 173' truck court on each side, 50' column spacing and 30' ceiling clearance. This cross-dock facility can suit the highest volume container shipper. CRBC 1 has 97,500 square feet leased to an operator with several prospects considering the remainder.

Childress Klein recently completed another facility at CRBC, a 112,000 square foot front loaded building with a 180 foot truck court, 40 foot bay spacing, and a 24' clear height. Charleston Regional Building 3 can accommodate office, warehouse, manufacturing or a combination of users and is easily subdivided.

Alongside Building 1 is a cleared site for another 351,000 square foot facility. The developers also purchased land in the rear of the park which can accommodate a 240,000 square foot facility.

In late 2007, Jones of New York decided to consolidate their distribution network and sublease their facilities on North Rhett Avenue at North Pointe Industrial Park. In the third quarter of 2007, these two facilities of 305,000 square feet came available for sublease. They are highly functional and share a common truck court. Being just a couple of miles from the North Charleston Terminal, this lease opportunity has already caught the attention of others in the apparel sector.

This superb North Rhett location has also attracted another major national developer, Lauth. Having recently closed two fully entitled land parcels behind the Jones facilities, Lauth is planning to commence construction on North Pointe Building Four, a 390,000 square foot cross docked building featuring a 32 foot clear height. It will be available for

occupancy in the first quarter of 2009. A 400,000 square foot facility, North Pointe Building Five is planned on the other parcel.

Palmetto Commerce Park on Ladson Road will realize continued building growth as Pattillo Construction Company, First Growth Properties, Jamestown Properties and Landmark Development plan and execute on their development plans in the area.

The Jedburg area, roughly 25 miles from the Port of Charleston, is in the news frequently these days. One developer, Johnson Development out of Spartanburg, has been building in this area for years. Alongside the American LaFrance facility is their 343,000 square foot recently completed building. It can be expanded to 585,000 square feet or subdivided for a smaller user. This location will become the next center of gravity for Charleston area distribution users. After Johnson leases this facility they will start in the next of two additional planned buildings.

Hillwood Development is clearing the ground to make way for their first facility in Charleston Trade Center. Located behind the Piggly Wiggly distribution center, this 750- acre master planned business park can accommodate 9,000,000 square feet. Their first building will be 400,000 square feet expandable to 650,000 square feet and divisible to 100,000 SF. It should be ready for occupancy in late 2008. A new interstate interchange at Sheep Island Road should ease access to the park. It is currently receiving positive consideration in the legislature.

Across the interstate from these parks are the developments being spearheaded by Rockefeller Group Development Corporation and Trammel Crowe Company. The Rockefeller Group Foreign Trade Zone is expected to comprise four cross docked facilities ranging from 453,000 – 861,000. At the former Baucom's Nursery Site, Trammel Crowe is planning approximately 2,200,000 SF with the first building of 450,000 square foot expandable to 700,000 square feet ready for occupancy in 2009.

In Orangeburg, about 60 miles inland, Miller Valentine Group is underway on their construction of 348 Millenium Drive, a 150,000 SF facility at the Orangeburg County/City Industrial Park. Jafza International is expected to unveil plans for their 1,300 acre park shortly and The World Trade City Orangeburg has optioned 1,200 acres for their office, exhibition space and distribution park.

All of this activity in the marketplace points to real opportunity for the companies looking to improve their distribution network. Competition is a good thing and the private sector real estate market is rising to speculatively meet that anticipated demand. It will be interesting to watch these developments play out over the next few years. As each closes and constructs buildings, a new challenge arises...that of attracting the clients that match their buildings. With the level of activity currently in the public eye, it is already clear that retailers, manufacturers and others who rely on international supply chains have taken notice. The game is on.

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*Hagood Morrison, CCIM & SIOR serves as principal and director of industrial brokerage for Colliers Keenan in Charleston, SC.*

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# Steve Kemp

**Committed to Efficiency**

**BY BETSY HARTER**

EVER SINCE STEVE KEMP JOINED THE SOUTH CAROLINA State Ports Authority (SCSPA) in 1990, his mission has been to improve efficiency at the Port of Charleston. Whether it has been in the form of building new facilities, designing and installing new technologies, or purchasing better equipment, Kemp's commitment to improving port productivity has been an ongoing theme throughout his career.

On March 1, Kemp assumed the role of General Manager of Operations, overseeing the port's Columbus Street, North Charleston, Union Pier, and Wando Welch terminals. Kemp succeeds Bobby Dawson, who spent more than 40 years in the SCSPA operations department.

"Ever since March, I have been trying to get my feet in those shoes that Bobby left me, but they are really big!" he said.

Kemp, who is a Licensed Professional Engineer in the state of South Carolina, holds a BS in Engineering from The University of South Carolina.

"Throughout my educational process, I have always known that I wanted to focus on marine engineering," Kemp said. "I spent my summer and Christmas college breaks working for local marine contracting company H. G. Harders and Sons."

Kemp's very first job was with an Atlanta-based engineering firm, followed by a stint at a small contracting company in Charleston. He then landed a position with HNTB (formerly Howard, Needles, Tammen & Bergendoff), one of the most prominent engineering, architecture and planning firms in the nation. In Charleston, HNTB is known for building the Don Holt Bridge, which spans the Cooper River between Daniel Island and North Charleston. Kemp was responsible for the construction of the bridge's main span.

"My emphasis at HNTB was with marine construction, so that was the tie between that position and coming to work in the SCSPA's engineering department," Kemp said.

Kemp was hired at the SCSPA in 1990 as an engineering project manager. For the next six years, he focused almost entirely on developing Berth Four at the Wando Welch Terminal for Sea-Land.

"We customized a lot of that facility to meet Sea-Land's needs," Kemp said. "I have always been impressed with the SCSPA's commitment to do whatever it takes to please its customers."

In June 1996, Kemp moved into the operations department, where he managed container processes while overseeing the North Charleston Terminal. In this position, Kemp also was the point of contact for the

development of the port's Yard Management System (YMS).

"The Port of Charleston always has been on the cutting edge of new technologies that make it more efficient," he said. "The YMS, which we developed in-house, was one of the port's most significant moves toward this goal."

The YMS required an enormous culture change, both among SCSPA employees and throughout the entire waterfront community, as the port moved from a paper-driven business to a nearly paperless environment.

"We embarked on a lot of new technologies—for instance, we were on the bleeding edge with our wireless network," Kemp said. "We had to train our employees to use a Windows-based computer system, which many of them had never seen."

In 2002, Kemp was promoted to General Manager of Operating Services, where his responsibilities increased to include capital procurement programs. In summer 2007, four new super post Panamax dockside cranes and 16 new rubber tire gantry cranes arrived at the Port of Charleston as a result of Kemp's due diligence.

Kemp noted that although each of his different positions at the Port of Charleston have required different skills, they all have had one common thread—increasing efficiency at the Port of Charleston. From the time he worked

at the Wando Terminal making the berth more efficient for a specific customer, to his diligent work on the YMS, increasing productivity has been at the top of his mind.

"Our duty is to ensure that our terminals work for the benefit of the whole supply chain—the steamship lines, U.S. Customs and Border Protection, shippers, forwarders, agents, and motor carriers," he said. "Everybody benefits from the port's improvements. Our job is to make our customers happy."

Since his promotion to General Manager of Operations, Kemp now reports to Bill McLean, SCSPA Vice President of Operations. McLean has worked with Kemp since 1997.

"Steve brings a broad base of experience and a high degree of technical expertise to the table," McLean said. "In addition to being a licensed engineer, Steve has also been a Terminal Manager, been heavily involved in ship-to-shore crane procurement, and has been the operations focal point on new container terminal technology. Steve will be a great resource for both our customers and our operations employees."

**"Our duty is to ensure that our terminals work for the benefit of the whole supply chain—the steamship lines, U.S. Customs and Border Protection, shippers, forwarders, agents, and motor carriers."**



STEVE KEMP



# ZF Lemforder:

## Saving Big With FTZ Status

BY BETSY HARTER

BMW'S RECENT ANNOUNCEMENT THAT IT WILL INVEST \$750 million to expand its plant in Greer, SC, is music to the ears of many, especially its South Carolina-based suppliers. The German luxury automobile manufacturer boasts a network of 52 South Carolina suppliers, 40 of which came to the Palmetto state specifically to work with BMW.

One such company is ZF Lemforder, a nearly century-old German company that set up shop in 1995 in Duncan, SC, to supply complete axle systems and chassis components to BMW. ZF's chassis components and systems can be found on many of BMW's Greer-manufactured vehicles, including the X5 sports activity vehicle, as well as the Z3 and Z4 roadsters.

Parts for ZF Lemforder's axles move in containers from ports in the United Kingdom and Germany to the Wando Welch terminal at the Port of Charleston. From there, the parts travel to ZF's Duncan facility, where it assembles them into finished complete axle systems for just-in-time, just in sequence delivery to BMW.

ZF's Duncan facility, where it currently employs 76 people, just produced the company's 10 millionth axle chassis system worldwide. Between 2004 and 2006, ZF brought in more than 3,000 TEUs in parts through the Port of Charleston. Although imports have slowed down since 2006, the company expects volumes to increase significantly by 2010.

"We expect our volumes through the Port of Charleston to ramp up again at that time, all the way through 2017," said Russ Wilson, the head of logistics for ZF Lemforder's North American Chassis Systems strategic business unit.

One way ZF is preparing for the influx of new business is by establishing Foreign Trade Zone (FTZ) status in Zone 38, which serves Greenville/Spartanburg/I-85. As an active FTZ, the company can import automotive parts from Europe duty-free if it uses them to assemble axles at its Duncan location, then ships them to BMW's Greer plant, another FTZ.

"As we anticipated growing business, it was critical that we actively and successfully pursue our FTZ approval activation, together with the South Carolina State Ports Authority (SCSPA) and Customs and Border Protection (CBP)," Wilson explained. "Achieving FTZ status also has improved our relationship with BMW because we are able to pass on the cost savings and other FTZ benefits to them."

Achieving FTZ status can be both a lengthy and tricky process. When ZF Lemforder discussed a desire to apply for FTZ status with

associates at BMW, the company recommended the services of 2AM Group, a company that provides FTZ services to some of BMW's other suppliers.

"2AM's knowledge and understanding of FTZs is important to the success and development of zone operations," said Tina Donahue, FTZ Coordinator at 2AM Group, LLC. "Our program provides all the required steps to establish and activate a zone in an economic, organized and compliant manner."

On behalf of ZF Lemforder, 2AM worked directly with CBP in Greenville, as well as the SCSPA, which is the Grantee for Zone 38. The daily contact ensures that all important actions or reports required by CBP and the FTZ board are in place.

ZF Lemforder was so happy with the FTZ services that 2AM provided that it also hired the company to run its daily FTZ operations. Using Integration Point software, 2AM admits receipts in-zone on behalf of ZF Lemforder. On a daily basis, 2AM processes zone-to-zone transfers to BMW for ZF Lemforder.

"We ensure that the documents are matched up for each shipment for each day's receipts," Donahue said. "We inform Customs, make sure it is admitted into the zone properly, and verify that BMW receives that information electronically via Integration Point."

Suzan Carroll-Ramsey, SCSPA Foreign-Trade Zones Property Manager, has worked with 2AM on other FTZ projects prior to ZF Lemforder's application process. She noted that one big plus

2AM offers manufacturers is that it uses the same global logistics software as BMW. ZF Lemforder and other BMW suppliers can hire 2AM to run daily FTZ operations, saving companies time and money.

"Because 2AM has the Integration Point global logistics software, they make it a lot more economically feasible for small to medium-size companies to take advantage of the FTZ program, when in the past they would not have been able to," Carroll-Ramsey said.

Wilson added that throughout the FTZ application process, he has been extremely impressed with South Carolina's dedicated network of professionals who strive to increase trade through the state's ports.

"We never would have been able to get our FTZ going so quickly without the efforts of people like Donnie Barnes at BMW Plant Spartanburg, Vickie Lanford and Barbara Andre at the Greenville Spartanburg CBP, and Suzan Carroll-Ramsey at the SCSPA," he said.

**ZF's Duncan facility, where it currently employs 76 people, just produced the company's 10 millionth axle chassis system worldwide. Between 2004 and 2006, ZF brought in more than 3,000 TEUs in parts through the Port of Charleston.**



JIMMY CONNELLY AND STEVE YOUNG

*This article is the second in a series highlighting organizations that foster international trade in South Carolina. Our March/April issue of Port Charleston featured the South Carolina World Trade Center.*

# The Warehouse and Distribution Association:

**Working Together to Provide Seamless Logistics Services**

**BY BETSY HARTER**

SINCE CHARLESTON WAS FOUNDED IN THE LATE 1600S, shipping has played a vital role in its economy. And, for as long as ships have called the Port of Charleston, warehouses have dotted the local landscape. Some of the city's oldest family-run warehouse and distribution businesses have been fixtures on the waterfront for decades, passed down from generation to generation. But today, a growing port requires a growing warehousing industry, which has expanded significantly in the last few years to include largescale turn-key distribution and logistics centers. Whatever the shape or size of Charleston's warehouse and distribution companies, one common thread runs among them: service is central to each of these enterprises.

## **Warehouse and Distribution Association**

Recently, the Maritime Association of South Carolina created a Warehouse and Distribution Committee, whose mission is to work with the intermodal community, governments, and the public to promote a positive image and economic growth of South Carolina's port-related business through education and the encouragement of competitive, safe and environmentally-sound operations.

"The warehouse and distribution industry is a lynchpin sector of our port business community," said John Hassell, president of the Maritime Association. "This committee, which is forming a closer working relationship among the related companies, will be good for everyone."

Roughly 40 local companies belong to the association, which is presided over by chairman Steve Young, owner of Dockside Logistics,

and vice-chair Jimmy Connelly, President of C & C Warehouse & Distribution Co., Inc.

"Our association is raising the awareness among our legislators and the community about the assets that are available in the Charleston market," Young said. "There is a substantial number of locally owned and operated warehouse and distribution companies that have a lot to offer."

The Warehouse and Distribution Association strives to promote Charleston's warehouse capabilities on several levels. Members are actively educating state legislators, the South Carolina Department of Commerce, and the Charleston Regional Development Alliance about Charleston's warehousing resources. As a result, these leaders will be able to show corporations who are interested in South Carolina that Charleston has the means to meet their needs.

The Warehouse and Distribution Association also has partnered with the SCSPA to create a database of existing warehouse space. This tool, which is expanding monthly as more warehouses provide data, will aid shippers and importers who are in need of facilities. The list, which is accessible on the SCSPA Web site at [portcharleston.com](http://portcharleston.com) under the "Local Warehouses" tab, shows each facility's square footage, clear height, bay spacing, number of dock doors, and rail capabilities.

"The Port of Charleston is supported by a healthy and well-equipped local warehousing community that can handle any warehousing needs and related service requirements," said Marion Bull, SCSPA marketing manager. "Any businesses researching the capabilities of warehousing



firms in the Port of Charleston immediate market area can use these documents on our Web site as the starting point of their data search.”

### **Welcoming the Major Distribution Centers**

Recently, Fred Stribling, SCSPA Vice President of Marketing and Sales, addressed the Warehouse and Distribution Association. He presented the SCSPA’s plan to bring major distribution centers to the area, noting that the trend among steamship lines is to set up their vessel deployments based on import volumes. As a result, ports around the country have been trying to attract large distribution centers in the hopes that the high-volume shippers will follow. Inevitably, the steamship lines will follow that volume, he said.

“South Carolina has been seeking to grow and develop in this direction, and the state is developing a corridor of cargo from the ports, up I-26 through Jedyburg and Orangeburg, and on into Greenville/Spartanburg,” Stribling said.

So far, the state has publicly announced more than 15 private sector investments in new distribution centers and industrial/logistics parks, and more are on the way. Just recently, Trammell Crow announced its plans for Omni Commerce Park, a three-phase project that includes

seven buildings with potentially 3.2 million square feet (see related Distribution Profile). Earlier this year, Hillwood Investment Properties announced that it intends to develop Charleston Trade Center, a 750-acre industrial project to include 9 million square feet of logistics and light manufacturing space in Berkeley County. Along the same lines, Jafza International announced that it has acquired 1,300 acres of land in Orangeburg County for a logistics and business park.

Although many largescale projects are in the works, Stribling stressed that Charleston’s entrenched warehouse companies are the lifeblood of its shipping community.

“Our sales team constantly is promoting the existing warehouse opportunities to shippers and importers that are searching for warehouse space,” Stribling said.

In some cities, established businesses would shudder at the thought of large companies entering the market and competing for business. But not in Charleston.

“We are huge supporters of the distribution center concept,” Young said. “We support it and we want to move forward with it.”

Darryl Ray Griffin, Manager at Neal Brothers, added that he and other local companies are welcoming these large distribution centers with open arms.

“Major distribution centers will attract more shippers to Charleston, which will direct the steamship lines to call the port. The volume on those ships will be enough for all of us,” he said. “It is one big family here, and we look forward to welcoming these distribution centers into our family.”

### **Working Together to Foster Growth**

What sets Charleston’s warehouse community apart is the individual businesses’ willingness to work together to prove that Charleston is tops in customer service.

Connelly said the element of friendly competition among the local distribution companies benefits shippers. For instance, if a company is unable to handle hazardous material because it already handles food-grade products, it will enlist the help of a local colleague.

“I know all of my friendly competitors, and if I can’t personally help someone, I will try to refer them to someone who can,” Connelly said. “I want to give that business to my friends, and I want it to stay in Charleston.”

Young added that Dockside Logistics currently is doing business with two of its local competitors because its customers have requested services that the company does not presently offer.

“Because we are all friendly competitors in this area, I feel comfortable outsourcing services without the fear that my local competitors will solicit my customers,” Young said. “This mutual respect among the operators allows us to work together to offer a seamless and transparent logistics solution to our customers.”

Jerry Ward, president of Blackhawk Logistics, agreed, noting that local companies offer top-notch facilities and are ready and willing to work with shippers to accommodate their needs. Potential customers just need to visit Charleston to see for themselves what the area has to offer.

“There are a bunch of facilities available now that meet shippers’ needs if they keep an open mind about the possibilities,” Ward said. “Just because a 500,000-square foot warehouse isn’t empty right now doesn’t mean that it can’t be if the opportunity is right. The point is that we’re willing to figure out how to make it work for our customers.”

Hal Burton, president & CEO of Premier Logistics Solutions, said that Charleston’s local warehousing companies have a lot to offer, including Customs-bonded facilities with rail service and FTZ status. However, it is their superior service and responsiveness that sets local warehouses apart from those in other ports.

“Our success is directly tied to the quality and value we provide,” he said. “The varied capabilities of the local warehouse logistics operators enable us to meet just about any requirement of a prospective importer or exporter.”

Although every port undoubtedly offers a large network of warehouse and distribution companies, shippers will be hard pressed to find a group as intent on serving customers as the members of the Warehouse and Distribution Committee. From Neal Brothers, who “provides every logistics service available and will even wash your car if you need it,” to Blackhawk Logistics, who “will never say no to an opportunity,” service is central to Charleston’s warehousing leaders.



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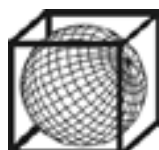
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- Charleston, SC (843) 853-3317
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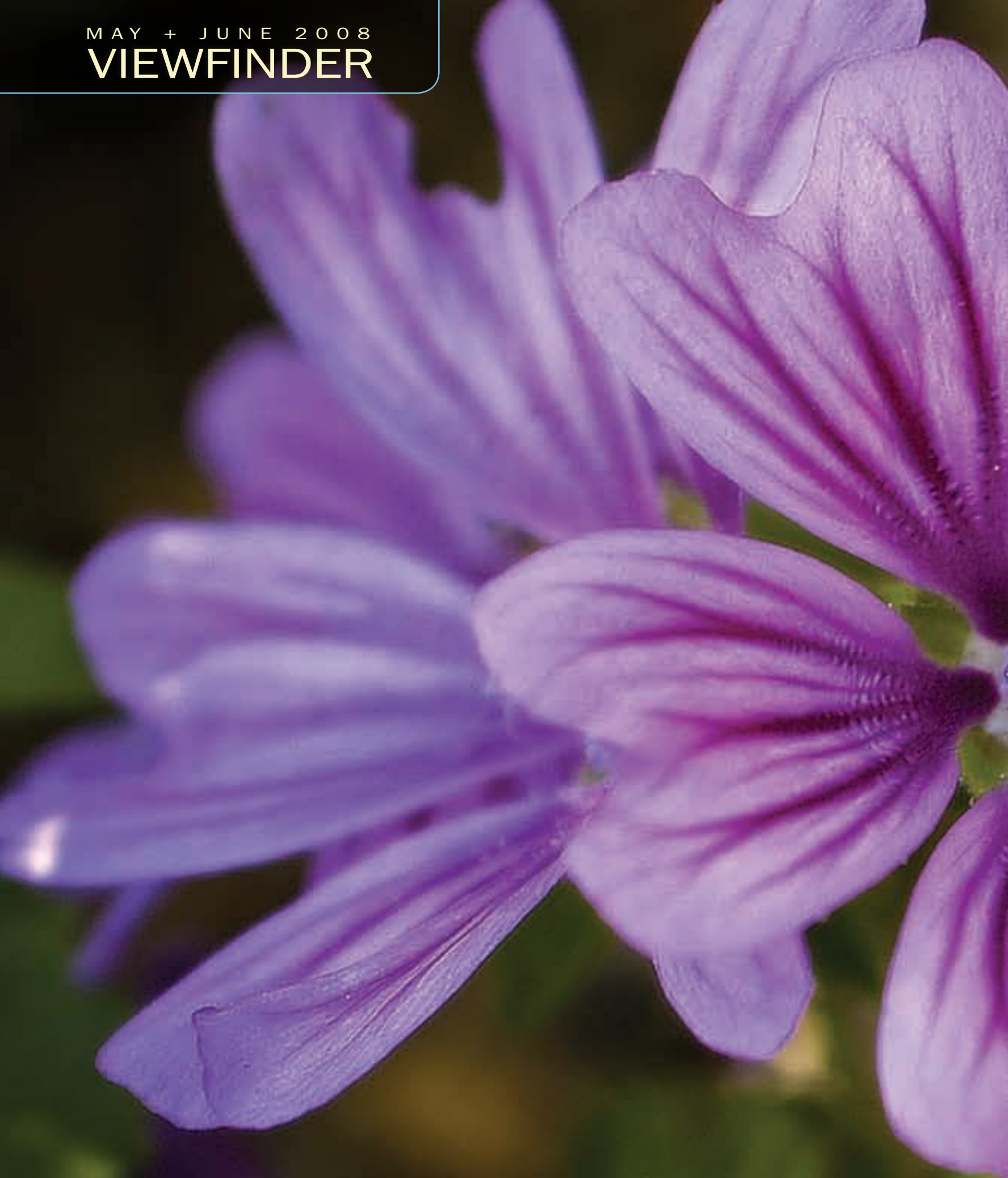


# Cross Dock IND, LLC

*3450-C Buffalo St.  
N. Charleston, SC 29418*

*843.747.1551 (LOCAL)  
843.747.1553 (FAX)  
866.590.3625 (WATTS)*

MAY + JUNE 2008  
**VIEWFINDER**





**LOCATION:** Hampton Park, Charleston

**IMAGE DATA:** 250th-second exposure @ f/4.5 Nikon D300 digital camera with 24 mm lens. **PHOTOGRAPHER:** Marvin Preston

Direct Services by Trade Region by Carrier

This listing indicates direct service calls in and out of Charleston. Many of these carriers also offer transshipment options that will move your cargo anywhere in the world. Please contact your ocean carrier about transshipment options.

CARRIER NAME	CARRIER SERVICE NAME	FREQUENCY	TERMINAL
<b>Africa</b> (Non Med) (4 carrier services in 2 deployments)			
Maersk Line	AMEX	Weekly	WW
Mitsui O.S.K.	—	Fortnightly	UP
MSC	AMEX	Weekly	WW
Safmarine	AMEX	Weekly	WW
<b>Asia</b> - India Ocean (16 carrier services in 5 deployments)			
ANL Container Line	ISC-3	Weekly	NC
APL	IAX	Weekly	NC
APL	SZX	Weekly	WW
ARC	Mid East	Fortnightly	UP
CMA CGM	INDAMEX	Weekly	NC
CMA CGM	SZX	Weekly	WW
Evergreen Line	SZX	Weekly	WW
Hapag-Lloyd	INDAMEX	Weekly	NC
Hyundai	SZX	Weekly	WW
MacAndrews	INDAMEX	Weekly	NC
Maersk Line	MECL1/SZX 1	Weekly	WW
MOL	IAX	Weekly	NC
MOL	SZX	Weekly	WW
MSC	—	Weekly	WW
Safmarine	USEC EXP	Weekly	WW
Wallenius Wilhelmsen	NM	Fortnightly	UP
<b>Asia</b> - Pacific (18 carrier services 6 deployments)			
APL	APX	Weekly	WW
APL	SZX	Weekly	WW
CMA CGM	SZX	Weekly	WW
COSCO	AWE 2	Weekly	CS
Evergreen Line	APX	Weekly	WW
Evergreen Line	NUE	8 days	NC
Evergreen Line	SZX	Weekly	WW
Hanjin	AWC	Weekly	CS
Hyundai	APX	Weekly	WW
Hyundai	SZX	Weekly	WW
K Line	NATCO-1	Weekly	CS
Maersk Line	—	8 days	NC
Maersk Line	TP7	Weekly	WW
MOL	CNY/APX	Weekly	WW
MOL	SZX	Weekly	WW
MSC	—	Weekly	WW
Safmarine	TP7	Weekly	WW
Yang Ming	AW 2	Weekly	CS
<b>Australia-New Zealand</b> (1 carrier service in 1 deployment)			
MSC	—	Weekly	WW
<b>Caribbean</b> (21 carrier services in 9 deployments)			
Alianca	ABUS	Weekly	WW
APL	APX	Weekly	WW
CCNI	Americas	Weekly	WW
CSAV	—	Weekly	WW
CSAV	Americas	Weekly	WW
Evergreen Line	CNY	Weekly	WW
Evergreen Line	NUE	8 days	NC
Evergreen Line	SNT	Weekly	WW
Hamburg Sud	ABUS	Weekly	WW
Hamburg Sud	AGAS	Weekly	WW
Hyundai	APX	Weekly	WW
Libra	—	Weekly	WW
Maersk Line	AMEX	Weekly	WW
Maersk Line	SAE	Weekly	WW
Maersk Line	TP7	Weekly	WW
MOL	CNY/APX	Weekly	WW
MSC	AMEX	Weekly	WW
MSC	S Atlantic	Weekly	WW
MSC	String 1	8 days	WW
Safmarine	AMEX	Weekly	WW
Safmarine	TP7	Weekly	WW

<b>Europe</b> - Atlantic (44 carrier services in 15 deployments)			
ACL	J	Weekly	NC
ACL	N	Weekly	ND
ANL Container Line	EUS-1	Weekly	NC
APL	APX	Weekly	WW
APL	ATN	Weekly	WW
APL	ATS	Weekly	WW
ARC	Atlantic	Weekly	UP
Atlanticargo	—	9 days	CS
BBC Chartering & Logistics	Andino Eur	Monthly	CS
China Shipping Container Lines	EAG	Weekly	NC
CMA CGM	Liberty Br	Weekly	WW
CMA CGM	Victory Br	Weekly	NC
COSCO	TAS 1	Weekly	CS
CSCL	EAG	Weekly	NC
Evergreen Line	EUG	Weekly	NC
Evergreen Line	NUE	Weekly	NC
Hanjin	NTA	Weekly	CS
Hapag-Lloyd	ATX	Weekly	NC
Hapag-Lloyd	GAX	Weekly	NC
Hapag-Lloyd	GMX	Weekly	NC
Hyundai	APX	Weekly	WW
Hyundai	ATN	Weekly	WW
Hyundai	ATS	Weekly	WW
K Line	NA Shuttle	Weekly	UP
K Line	TASCO 1	Weekly	CS
Maersk Line	TA1	Weekly	WW
Maersk Line	TA2	Weekly	WW
Maersk Line	TA3	Weekly	WW
Mitsui O.S.K.	—	Fortnightly	UP
MOL	ATN	Weekly	WW
MOL	ATS	Weekly	WW
MOL	CNY/APX	Weekly	WW
MSC	S Atlantic	Weekly	WW
NYK	ATX	Weekly	NC
NYK	GAX	Weekly	NC
OOCL	ATX	Weekly	NC
OOCL	GAX	Weekly	NC
OOCL	GMX	Weekly	NC
Star Shipping	—	9 days	CS
Wallenius Wilhelmsen	EA,NA	Fortnightly	UP
Wallenius Wilhelmsen	EB,NB	Weekly	UP
Yang Ming	TA1	Weekly	CS
Zim	ATX	Weekly	NC
Zim	AUE	Weekly	CS
<b>Mediterranean</b> (18 carrier services in 5 deployments)			
ANL Container Line	ISC-3	Weekly	NC
APL	IAX	Weekly	NC
APL	MGS	Weekly	WW
ARC	Mid East	Fortnightly	UP
CMA CGM	INDAMEX	Weekly	NC
COSCO	TAS 6	Weekly	WW
Hapag-Lloyd	INDAMEX	Weekly	NC
Hapag-Lloyd	MNX	Weekly	WW
K Line	TASCO 6	Weekly	WW
MacAndrews	INDAMEX	Weekly	NC
Maersk Line	MECL1/SZX 1	Weekly	WW
Maersk Line	West Med	Weekly	WW
MOL	IAX	Weekly	NC
MSC	—	Weekly	WW
Safmarine	USEC EXP	Weekly	WW
Safmarine	US-Gulf	Weekly	WW
Wallenius Wilhelmsen	NM, MN	Fortnightly	UP
Yang Ming	TA6	Weekly	WW
<b>South America</b> - Atlantic (13 carrier services in 4 deployments)			
Alianca	ABUS	Weekly	WW
Alianca	NA-ECSA2	Weekly	WW
CMA CGM	ABEX	Weekly	WW
CSAV	—	Weekly	WW
CSAV	USATLAN	Weekly	WW
Evergreen Line	SNT	Weekly	WW
Hamburg Sud	ABUS	Weekly	WW
Hamburg Sud	NA-ECSA2	Weekly	WW
Libra	—	Weekly	WW
Libra	USATLAN	Weekly	WW
Maersk Line	NASA	Weekly	WW
Mitsui O.S.K.	—	Fortnightly	UP
MSC	—	Weekly	WW
<b>South America</b> - Pacific (5 carrier services in 3 deployments)			
BBC Chartering & Loistics	Andino Eur	Montly	WW
CCNI	Americas	Weekly	WW
CSAV	Americas	Weekly	WW
Hamburg Sud	AGAS	Weekly	WW
MSC	String 1	8 days	WW

Direct Services by Terminal by Deployment Grouping

This listing indicated direct service calls in/out of Charleston. Many of these carriers also offer transshipment options that will move your cargo anywhere in the world. Please contact to your ocean carrier about transshipment options. Contact information is provided below.

TERMINAL	SERVICE	PARTICIPATING CARRIERS	TRADE REGION	FREQUENCY
CS	-	Atlanticago / Star Shipping	Europe - Atlantic	3 days
CS	AUS / NTA / SAL / TAS-1 / TASCO 1	COSCO / Hanjin / K Line / Yang Ming / Zim	Europe - Atlantic	Weekly
CS	AWC / AWE-2 / AWE2 / NATCO-1	COSCO / Hanjin / K Line / Yang Ming	Asia - Pacific	Weekly
CS	Andros Sea	BBC Chartering & Logistics	Europe - Atlantic / South America - Pacific	Monthly
NE	APL / N	ACL / Hapag-Lloyd / MYR / OOCL / Zim	Europe - Atlantic	Weekly
NE	EAG / EUG / EUS-1 / Victory Br	ANL / CMA CGM / COSC / Evergreen Line	Europe - Atlantic	Weekly
NE	QKK / 2	ACL / Hapag-Lloyd / NYK / OOCL	Europe - Atlantic	Weekly
NE	QMS	Hapag-Lloyd / OOCL	Europe - Atlantic	Weekly
NE	AA / WEDAMEX / DC-3	ANL / APL / CMA CGM / Hapag-Lloyd / MacAndrews / MOL	Asia - India Ocean / Mediterranean	Weekly
NE	NYE / 1	Evergreen Line / Maersk Line	Asia - Pacific / Caribbean / Europe - Atlantic	3 days
UP	-	Alisal O.R.R.	Africa (West Med) / Europe / South America - Atlantic	Fortnightly
UP	"Atlantic / ESAN"	BBC / Wallenius Wilhelmsen	Europe - Atlantic	Weekly
UP	"SALNA"	Wallenius Wilhelmsen	Europe - Atlantic	Fortnightly
UP	"West Euro / WEDMY"	BBC / Wallenius Wilhelmsen	Asia - India Ocean / Mediterranean	Fortnightly
UP	NR Shuttle	R Line	Europe - Atlantic	Weekly
WW	-	MSC	Asia - India Ocean	Weekly
WW	-	MSC	Asia - Pacific	Weekly
WW	-	MSC	Australia - New Zealand	Weekly
WW	-	MSC	South America - Atlantic	Weekly
WW	/ / ABUS / MASA / LNT	Alisanca / CSAV / Evergreen / Hamburg Sud / Libra / Maersk Line	Caribbean / South America - Atlantic	Weekly
WW	ABEX / BA-DESA2 / USATLAN	Alisanca / CMA CGM / CSAV / Hamburg Sud / Libra	South America - Atlantic	Weekly
WW	AGAS / Americas	CCNI / CSAV / Hamburg Sud	Caribbean / South America - Pacific	Weekly
WW	AKEX	Maersk Line / MSC / Salsmarina	Africa (West Med) / Caribbean	Weekly
WW	APX / CHY	APL / Hyundai / Maersk Line / MOL / Evergreen Line	Asia - Pacific / Caribbean / Europe - Atlantic	Weekly
WW	ACN / TSS/TFP / Liberty Br	APL / Hyundai / Maersk Line / MOL / Salsmarina / CMA CGM	Asia - Pacific / Caribbean / Europe - Atlantic	Weekly
WW	ATS / TSS	APL / Hyundai / Maersk Line / MOL	Europe - Atlantic	Weekly
WW	ABSL / SZB1 / UNDC SSP	Maersk Line / Salsmarina	Asia - India Ocean / Mediterranean	Weekly
WW	ANQ / MVR / US Gulf / West Med	APL / Hapag-Lloyd / Maersk Line / Salsmarina	Mediterranean	Weekly
WW	S-Edmond	MSC	Caribbean / Europe - Atlantic	Weekly
WW	SAS	Maersk Line	Caribbean	Weekly
WW	Spring 1	MSC	Caribbean / South America - Pacific	3 days
WW	SZE	APL / CMA CGM / Evergreen / Hyundai / MOL	Asia - Pacific / Asia - India Ocean	Weekly
WW	TAS-6 / TASCO 6 / / TNA	COSCO / K Line / BBE / Yang Ming	Mediterranean	Weekly

Carrier Service information obtained from Compair Data Inc.

CARRIER	CUSTOMER SERVICE	WEB ADDRESS
ACL	(800) 225-1235	www.aclcargo.com
Alianca	(973) 775-5600	www.alianca.com.br
ANL Container Line	(843) 720-1580	www.anl.com.au
APL	(800) 999-7733	www.apl.com
ARC	(201) 571-0444	www.arccnet.com
Atlanticago	(800) 251-3960	www.atlanticargo.com
BBC Chartering USA	(713) 668-4020	www.BBC-online.de
CCNI	(800) 223-2264	www.ccni.cl
China Shipping	(843) 881-4754	www.chinashippingna.com
CMA CGM	(843) 740-0700	www.cma-cgm.com
COSCO	(800) 242-7354	www.cosco-usa.com
CSAV	(732) 635-2600	www.csav.com
Emirates Shipping Line	(732) 882-1600	www.emiratesline.com
Evergreen Shipping Agency	(843) 856-7600	www.evergreen-shipping.us
Hamburg Sud	(888) 228-3270	www.hamburg-sued.com

Hanjin	(912) 966-1220	www.hanjin.com
Hapag-Lloyd	(843) 556-4052	www.hlcl.com
Hyundai	(877) 749-8632	www.hmm21.com
K Line	(800) 609-3221	www.k-line.com
Libra	(877) 959-4910	www.libra.com.br
MacAndrews	(843) 856-1000	www.macandrews.net
Maersk Line	(800) 321-8807	www.maerskline.com
MOL	(866) 437-2576	www.molpower.com
MSC	(843) 971-4100	www.mscgva.ch
NYK	(888)-695-7447	www.nyk.com
OOCL	(888) 388-6625	www.oocl.com
Safmarine	(866) 866-4723	www.safmarine.com
Shpg Corp. of India	(843) 856-1000	www.shipindia.com
Star Shipping	(843) 856-1000	www.starshipping.com
Wallenius Wilhelmsen	(201) 505-4000	www.2wglobal.com
Yang Ming	(912) 238-0329	www.yml.com.tw
Zim	(866) 744-7046	www.zim.co.il



SCSPA President and CEO Bernard S. Groseclose Jr. presents a plaque to Winfred "Bobby" O. Dawson upon his retirement as the SCSPA General Manager of Operations. Bobby worked for the SCSPA for over four decades and will be missed by his friends and colleagues at the Port.

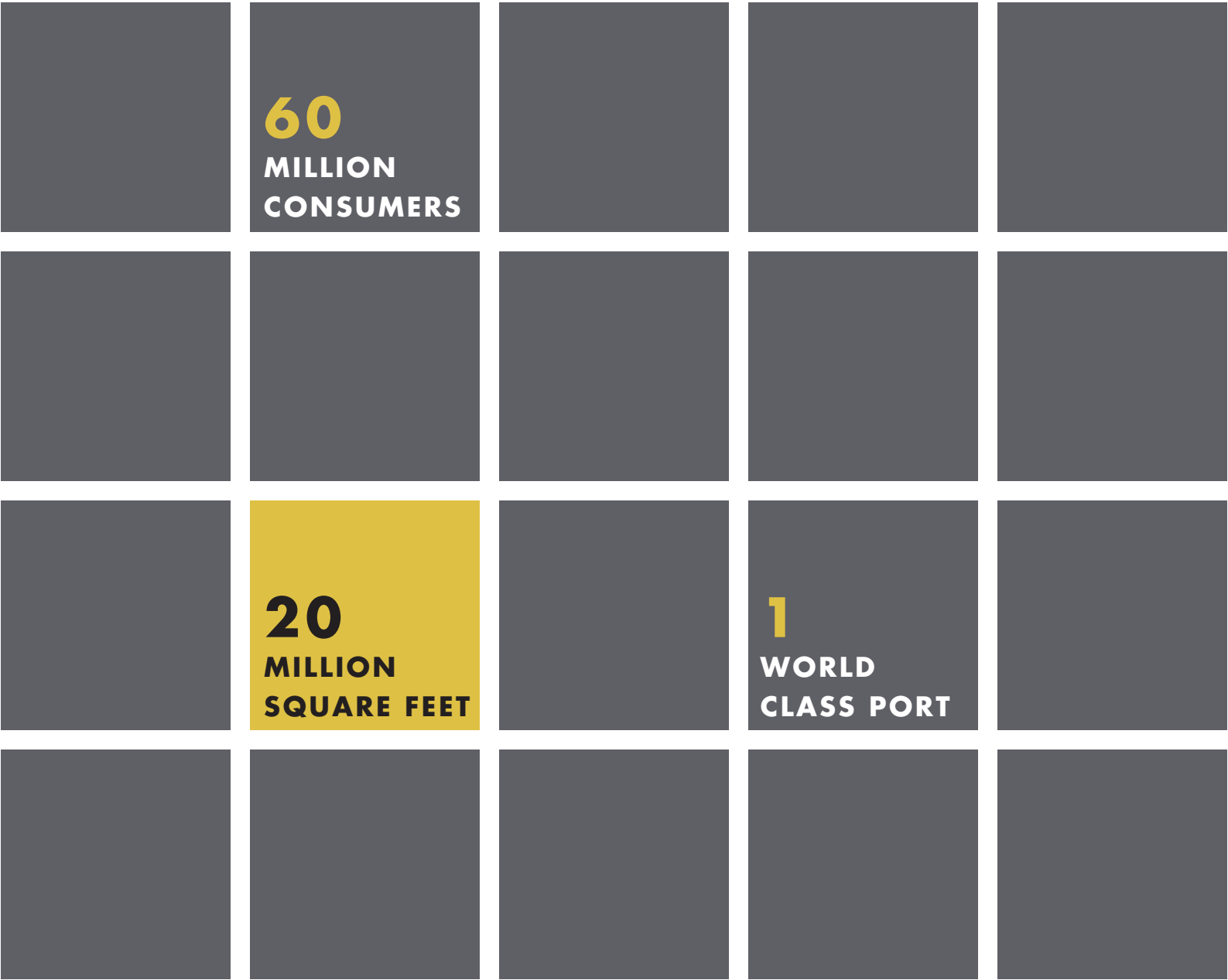


The Propeller Club of Charleston recently named its Person of the Year and Member of the Year. Pictured left to right: Person of the Year Captain Whitemarsh "Whit" S. Smith III of the Charleston Branch Pilots Association; Gitta Wombwell, Propeller Club Secretary and 1st Vice President; Byron Miller, Propeller Club President; Member of the Year David Maybank III of Maybank Properties.

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